

## Message Text

UNCLASSIFIED

PAGE 01 PORTO 00104 101517Z POSS DUPE  
ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----111115Z 116355 /11

R 101341Z MAY 77  
FM AMCONSUL PORTO ALEGRE  
TO USDOC WASHDC  
INFO AMCONSUL SAO PAULO  
AMCONSUL RIO DE JANEIRO  
SECSTATE WASHDC 0552

UNCLAS PORTO ALEGRE 0104

SAO PAULO FOR ECON/COMM

E.O. 11652: N/A  
TAGS: BFOL BR  
SUBJECT: FOREIGN BUYER PROGRAM: FOREIGN BUSINESS VISITORS

1. CONSULATE WOULD LIKE TO REQUEST USDOC ASSISTANCE FOR  
THE FOLLOWING PROSPECTIVE BRAZILIAN BUYERS:

A) IDENTIFICATION: MR HOMERO FRANZEN - TECHOXICAL DIRECTOR,  
MR. JORGE RICARDO GONZALEZ - CONSULTING ENGINEER, AND MR.  
RUI FERNANDO PLASTINE VILLAR - OPERATIONAL DIRECTOR, ALL  
REPRESENTING NAVEGACAO E COMMERCCIO LAJEADO S/A, A MEDIUM  
SIZE RIVER TRANSPORTATION COMPANY.

B) PURPOSE OF VISIT: TO VISIT US PORTS SPECIALIZING IN  
FACILITIES FOR GRAIN LOADING AND UNLOADING. TO VISIT  
PRINCIPAL US MANUFACTURERS OF PORT EQUIPMENT FOR GRAIN  
LOADING AND UNLOADING -- ESPECIALLY INTERESTED IN  
EQUIPMENT USED FOR BARGE TO SILO, SILO TO SHIP, AND BARGE  
TO SHIP.

C) ITINERARY: THE GROUP PLANS TO TRAVEL TO US AROUND THE  
23RD OF MAY. WILL PREPARE FINAL ITINERARY AFTER RECEIVING  
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RECOMMENDATIONS FROM USDOC.

D) POTENTIAL PURCHASES: US\$ 700,000

E) COMMENTS: SUBJECT FIRM BELONGS TO A VERY LARGE, PRIVATE  
WHEAT AND SOYBEAN COOPERATIVE - FECOTRIGO.

RATED EXCELLENT CONTACT FOR US BUSINESS. WTDR BEING PREPARED.  
VISITORS DO NOT REQUIRE SERVICES OF AN INTERPRETER.

2. ASSISTANCE REQUESTED:

A) PLEASE CABLE IMMEDIATELY SUGESTIONS ON PORTS TO BE  
VISITED AS WELL AS PRINCIPAL MANUFACTURERS OF FULL-LINE  
O GRAIN LOADING EQUIPMENT.

B) PLEASE INFORM RESPECTIVE US FIRMS AND PORT AUTHORITIES  
OF THE GROUP'S VISIT.

C) PLEASE CABLE NAME, ADDRESS AND TELEPHONE NUMBER OF  
USDOC OFFICER WHOM GROUP CAN CONTACT FOR ASSISTANCE UPON  
ARRIVAL IN US.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** UNCLASSIFIED  
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**Review Exemptions:** n/a  
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**SAS ID:** 2582074  
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**Subject:** FOREIGN BUYER PROGRAM: FOREIGN BUSINESS VISITORS  
**TAGS:** BFOL, BR  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
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